





# Mukul Adhikari


## Head - Business Development

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A Success-driven business development with 8 + years of experience. I closed business value INR 1+cr in during Covid19. I am a team player that works well with marketing as well as research and development department



### Skills

- Strategic Learning Engagements
- Revenue Generation
- Contract management
- Client consulting
- Business development strategy



### Work History

2021-03 - Current

#### Head - Business Development & Strategy

*Ordertrainings, New Delhi, Delhi*

- Develop a growth strategy focused both on financial gain and customer satisfaction
- Establish and foster partnerships and relationships with key customers both externally and internally
- Own all plans and strategies for developing business and achieving the company's vision

2019-11 - 2021-03

#### Manager - B2B

*Max Skillfirst Limited (\$ 3.2 Billion Max Group), Gurugram , Haryana*

- Managing 2 Crore Target with New Business Development and Client Retention
- Lead North India Business and actively develop new business with enterprise level companies (CXO Level)
- Creative Leadership (CCL), Cohen Brown Pro-Practice Tool and Miller Heiman, IIM PG Certificate Program on Sales Management.

2018-08 - 2019-11

#### Manager - Corporate Sales, Executive Education

*Bennett Coleman and Co.Ltd ( The Times Group), Gurugram , Haryana*

- Spearhead the global B2B (Business to Business) vertical for Times of India executive education, specializing in executive education offerings
- Meet the C-level executives to discuss and close the deal on Ivy League programs, also customized leadership journeys
- Increasing the number of corporate engagements for customized programs developed by our content partner institutes (IIM L, IIM K, XLRI etc.)

2017-10 - 2018-08

### **Manager - Enterprise Business**

*Simplilearn ( Acquired by Blackstone Group), Noida, uttar pradesh*

- Focus on establishing Simplilearn B2B business in North India to increase business presence and Revenue realization
- Map Potential customers and generate leads foresee further sales and business development opportunities and meeting sales targets through effective planning and budgeting
- Responsible for the North region consulting the Fortune 1000 in their quest to improve skill sets across their organization

2014-11 - 2017-09

### **Manager - Business Development**

*WizIQ (SaaS Platform –Bertelsmann and Kaizen Funded), Gurugram, Haryana*

- Responsible to sale and implement LMS/learning software in school, colleges and universities with revenue success
- Identify potential clients, and the decision makers within the client organization and foresee further sales and business development opportunities and meeting sales targets through effective planning and budgeting
- Establish business presence & desired revenue recognition in new territories & vertical within 6 months

2013-09 - 2014-11

### **E-Learning Consultant - Business Development**

*G-Cube Solutions , Noida, uttar pradesh*

- Create target list of customers and reach out on regular basis
- Look after the entire lead generation funnel
- Set up meetings and close sales



## **Education**

2011-04 - 2013-04

### **MBA: International Business Management**

*IILM ( Graduate School of Management) - Noida*